

ED06-0049-01

High/Scope Educational  
Research Foundation

600 N River Street  
Ypsilanti, MI 48198  
Phone: 734/485-2000  
Fax: 734/485-0704

**OFFER AND AWARD**



ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit – 3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

**SOLICITATION NO. ED06-0049**

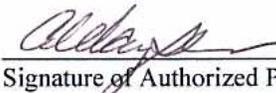
**OFFER**

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name  
High/Scope Educational Research Foundation  
600 N. River Street  
Street Address

Name of Person Authorized to Sign Offer  
A. Clay Shouse  
Vice President  
Title of Authorized Person

Ypsilanti MI 48198  
City State Zip Code

 12 APRIL 06  
Signature of Authorized Person Date of Offer

Telephone Number: 734-485-2000

Facsimile Number: 734-485-0704

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: \_\_\_\_\_

Offeror's Federal Employer Identification Number: 23-7001501

Acknowledgement of Amendment(s): <i>(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated</i>	Amendment No. Date _____ _____	Amendment No. Date _____ _____
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**ACCEPTANCE OF OFFER AND CONTRACT AWARD**

*(For State of Arizona Use Only)*

Portions of this contract may be funded under CFDA No. 84.213C

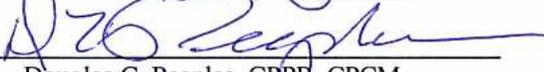
Your Offer, dated April 12<sup>th</sup> 2006, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

**This Contract shall henceforth be referred to as Contract Number ED06-0049-01**

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 13<sup>th</sup> day of July 2006

  
\_\_\_\_\_  
Douglas C. Peebles, CPPB, CPCM  
Chief Procurement Officer



**ATTACHMENT 6.8**  
**ARIZONA DEPARTMENT OF EDUCATION**  
**RFP ED06-0049**  
**PRICES/DELIVERY SCHEDULE**

1. Name and date of Offeror's current catalog for the items the Offeror proposes to provide in response to this RFP.  
 High/Scope Resource and current High/Scope catalog \_\_\_\_\_
  
2. Please identify the Offeror's propose items from this catalog.  
 Preschool Child Observation Record (COR) Manual Version and Preschool Child Observation Record (COR) CD-ROM Version \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
  
3. What discount/percentage off that the Offeror will provide Arizona in response to this RFP? \_\_\_\_\_ 25 %
  
4. Please provide a price per student tested, which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per student is all-inclusive of the assessment process, e.g. includes price for tests and answer sheets/booklets, delivery to sites statewide, scoring aggregation, and reporting. *The data collected during the assessment process and reported to ADE will occur twice during the assessment process once at entry and once at exit.* The price per student tested is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

**User Scored, Reports by User**

**Price per student tested**

\$ 6.60 / manual 7.50 / CD-ROM
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Price per student is based on a class size of 20 students

**User Scored, Reports by Contractor**

**Price per student tested**

\$
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If payment is made within 60 calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by 0%. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.)

**Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.**

**ATTACHMENT 6.1**

**PRICES/DELIVERY SCHEDULE**  
**SOLICITATION No. ED06-0049**

1. Name and date of Offeror's current catalog for the items the Offeror proposes to provide in response to this RFP.

ReSource A Magazine For Educators, 2006

2. Please identify the Offeror's propose items from this catalog.

Preschool Child Observation Record (COR)

3. What discount/percentage off that the Offeror will provide Arizona in response to this RFP? 25 %

4. Please provide a price per student tested, which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per student is all-inclusive of the assessment process, e.g. includes price for tests and answer sheets/booklets, delivery to sites statewide, scoring aggregation, and reporting. The price per student tested is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award termination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

**User Scored, Reports by User**

Price per student tested

\$6.60

(Assumes 20 children/classroom)

**User Scored, Reports by Contractor**

Price per student tested

If payment is made within 60 calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by 0%. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.)

**Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.**

## ATTACHMENT 6.1

Please provide a price per teacher/administrator trained which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per teacher/administrator is all-inclusive, e.g., statewide training on administration of the assessment, scoring and reporting, and training materials. The price per teacher/administrator trained is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

### User Scored, Reports by User

Price per teacher/administrator  
trained

\$132/teacher for 2 day trainings \$64/teacher for CD-ROM or web-based 1 day trainings \$85/teacher for data analysis
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### User Scored, Reports by Contractor

Price per teacher/administrator  
trained

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if payment is made within 60 calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by 0%. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.)

**Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.**

**SECTION 2**  
**SPECIAL TERMS AND CONDITIONS**

ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit/3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

**SOLICITATION NO. ED06-0049**

12. Contractor representative to contact for contract administration purposes:

A. Clay Shouse, Vice President  
(Name and Title)

600 N. River Street  
(Street Address)

Ypsilanti, MI                      48198  
(City & State)                      (Zip Code)

734-485-2000      734-485-0704  
(Telephone & Facsimile Numbers)

cshouse@highscope.org  
(E-Mail Address)

13. The ADE representative to contact for technical matters concerning contract performance (NOTE: this person is not authorized to direct contractor performance or make changes in contract requirements.)

Karen Woodhouse, Deputy Associate Superintendent  
Early Childhood Education Section  
1535 West Jefferson Street, Bin #15  
Phoenix, Arizona 85007-3209  
Telephone: (602) 364-1530 Fax: (602) 542-2730  
E-Mail Address: [kwoodho@ade.az.gov](mailto:kwoodho@ade.az.gov)

14. All contract administration matters will be managed by the Procurement Officer named below. All correspondence concerning this contract shall be directed to this individual.

Andrew Wilson, Procurement Officer  
Contracts Management Unit, Bin #37  
1535 West Jefferson Street  
Phoenix, Arizona 85007-3209  
Phone: (602) 542-4232  
FAX: (602) 364-0598  
E-Mail: [andrew.wilson@azed.gov](mailto:andrew.wilson@azed.gov)



## **High/Scope Child Observation Record (COR)**

High/Scope Educational Research Foundation  
600 N. River St., Ypsilanti, MI 48198  
<http://www.highscope.org/Assessment/cor.htm>  
Lisa Wasacz 734-485-2000 ext 219 or [lwacz@highscope.org](mailto:lwacz@highscope.org)

**Purpose** – The Child Observation Record (COR) is an authentic, criterion-referenced assessment instrument that can be implemented in any developmentally appropriate early childhood setting that charts the growth and progress of children in your program. The COR is free of gender and cultural bias. High/Scope's Child Observation Record (COR) is based on six child development categories that represent broad domains of child development. For the Preschool COR these categories are *initiative, social relations, creative representation, movement and music, language and literacy, and mathematics and science*

**Reports generated-** High/Scope's Child Observation Record (COR) assessment package provides data for programs and teachers to use to monitor child and program growth and progress as well as providing a means of ongoing evaluation and documentation of individual child outcomes. Examples include: COR Child Summary, COR Tally Sheet, COR Family Reports, COR Outcomes

**Ease of Use-** the COR can be administered by adults who have consistent contact with the child and have been trained in using the COR instruments. The process of gathering data (making observations and writing objective anecdotal notes) for completing a COR assessment generally takes place over a period of weeks or months and requires no change in the children's daily routine. The observations are made while the children are engaged in play with adults and other children throughout their typical daily routine in their developmentally appropriate classroom.

**Costs**  
On-line subscription costs via secure website Highscope.net – This is a per child cost which incrementally lowers with a greater number of children in the program ranging from \$19.95 to \$ 10.95 per child.

**OR**

CD-ROM version of the COR is \$ 149.95 (retail is \$199.95 less a 25% discount). Individual user licenses can be purchased at \$ 50.00 once a COR kit has been purchased.

**OR**

Manual (paper and pencil) version of the COR (includes materials to assess 25 children) is \$ 131.25 (retail is \$ 174.95 less a 25% discount). Additional sets of 25 Child Information and Developmental Summary Forms may be purchased for \$11.95.

### **Teacher Training**

\$ 132.00 (minimum group size of 25 participants) for two-day (12-hour) training

\$ 64.00 (minimum group size of 25 participants) for 3 hour Highscope.net (web-based) or COR CD ROM

The objectives for this two-day, hands-on workshop are to assist participants in writing objective, factual, and strength based anecdotes on children and coding and scoring those anecdotes into the Child Observation Record (COR).

**Administrator Training Hours and Cost(s)** – There are two recommended aspects for the administrative training. One 3-hour training on the administrative capabilities and privileges on the selected technology application  
One 3-hour training on data analysis

The objective for the administrative training is for administrators to become familiar with the administrative functionality of Highscope.net or the COR CD ROM. The objective for the data analysis training is to assist administrators in reading the reports and writing reports to show the growth and progress made throughout the year.